

Message Text

UNCLASSIFIED

PAGE 01 HELSIN 01263 121105Z

12

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 121015Z JUN 75
FM AMEMBASSY HELSINKI
TO USDOC WASHDC
TO RUEHC/SECSTATE WASHDC 8757

UNCLAS HELSINKI 1263

E.O. 11652: N/A
TAGS: BDIS FI
SUBJECT: FINNISH FIRM SEEKS CLARIFICATION OF AGENCY UNDERSTAND-
INF WITH U.S. COMPANY

1. EMBASSY ASKED BY PAAVO KARNA, MANAGING DIRECTOR OF TAVARA AUTOMAATIT OY, FOR ASSISTANCE IN CLARIFYING STATUS OF VERBAL UNDERSTANDING ON AGENCY RIGHTS WITH COFFEE-MAT, 251 SOUTH 31ST ST., KENILWORTH, N.J. 07033 (PHO E 201-241-8400), MARKETING DIRECTOR JERRY G. DEROMA.

2. ACCORDING TO KARNA, AGREEMENT MADE VERBALLY IN LONDON MEETING OF TWO MEN, TO BE CONFIRMED IN WRITING BY COFFEE-MAT, IN CONNECTION WITH TOTAL \$4000,000 ORDER FROM COFFEE-MAT. EQUIPMENT ORDER PROCEEDING SMOOTHLY, BUT AGENCY ARRANGEMENT AS YET UNCONFIRMED. FINNISH FIRM WILL PAY FOR THIS SHIPMENT, BUT SEEKS DESIGNATION AS LOCAL AGENT IF IT IS TO CONTINUE TO ORDER AND SERVICE EQUIPMENT. FINNISH FIRM CONCERNED SINCE MARKETING MANAGER DEROMA HAS TWICE SET DATE FOR VISIT TO FINLAND TO CONFIRM DETAILS AGENCY ARRANGEMENT AND THEN POSTPONED ARRIVAL. SCHEDULED ARRIVAL DATE IS NOW AUGUST.

3. USDOC PLEASE CONTACT MR. DEROMA FOR CLARIFICATION STATUS OF AGENCY ARRANGMENT AND ADVISE.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 12 JUN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975HELSIN01263
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750205-0009
From: HELSINKI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750657/aaaacadv.tel
Line Count: 51
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 1
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: greeneet
Review Comment: n/a
Review Content Flags:
Review Date: 13 FEB 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <13 FEB 2003 by PhilliR0>; APPROVED <11 FEB 2004 by greeneet>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: FINNISH FIRM SEEKS CLARIFICATION OF AGENCY UNDERSTAND- INF WITH U.S. COMPANY
TAGS: BDIS, FI
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006